

Senior Sales Executive

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Company: Springboard Success

Location: United Kingdom

Category: other-general

Senior Sales Executive Up to £32k + uncapped comms First Year OTE £50K-£60K Selling Business Intelligence Reports 1-2 days in the office a week Do you have a solution-oriented mindset and can you set yourself apart with a consultative sales approach? Are you driven and ambitious? ready for a challenge? Do you thrive in a target-driven environment? Are you motivated by success and being rewarded for overachieving? Are you passionate about the future of energy & transport? This industry-leading media business that publishes research reports, digital content and a portfolio of international events within the renewable energy sector, is looking for a talented Senior Sales Executive to join their research team. Over the past 5 years, this team has seen consecutive double-digit annual revenue growth so it's a very exciting time to join this thriving area of the business. Key Responsibilities; The Senior Sales Executive will connect with international clients, consulting them about tools and data that will enhance their business and foster meaningful connections with senior decision-makers. Research and identify relevant customers and transform them into major accounts Understanding clients' needs and offering tailored solutions that help meet their business objectives. Leading demos to showcase the product Building a strong pipeline and hitting and exceeding sales targets This is an excellent opportunity to work in a company that is a genuine leader within the sector and highly recognised for empowering employees. They will support, train and coach you, to develop your skills and build a highly successful career. The high earning potential in this team is very realistic and achievable so if you want to join a business with an excellent commission structure for both new and existing business then click apply. Please email a copy of your CV

to katie@springboardsuccess.com if you would like to find out more.

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